

Message Text

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PAGE 01 PARIS 24509 041528Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 SOE-02 AID-05 CEA-01 CIAE-00
DODE-00 DOE-15 H-02 INR-10 INT-05 L-03 NSAE-00
NSC-05 OMB-01 PM-05 ICA-20 OES-09 SP-02 SS-15
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E.O. 11652 NA
TAGS: BEXP, FR
SUBJ: PARIS ENERGY EXHIBITION IN FY-79

REF: 1) STATE 150425; 2) USDOC 12429 (ET AL);
3) TC 240 OF JULY 17, 1978

1. POST DESK STUDY IN SUPPORT OF MILAN EXHIBITION AND
POSSIBLE ENERGY EXHIBITION IN FRANCE INDICATES BEST
OPPORTUNITIES EXIST IN ENERGY CONSERVATION FIELD.
DISCUSSIONS WITH FRENCH OFFICIALS INDICATE FRANCE WILL
CONTINUE ITS DEPENDENCE ON PETROLEUM AT LEAST FOR THE
SHORT TERM. DEVELOPMENT OF NUCLEAR ENERGY HAS GONE MORE
SLOWLY THAN HOPED DUE TO ENVIRONMENTAL AND OTHER
DIFFICULTIES. THERE IS TREMENDOUS INTEREST IN SOLAR
ENERGY PRODUCTS, BUT THEY ARE STILL TOO EXPENSIVE TO BE
REALLY PROFITABLE ON A WIDE SCALE.

2. ACCORDING TO STUDIES PUBLISHED BY THE FRENCH AGENCY
FOR ECONOMIES OF ENERGY, THE FOLLOWING PRODUCTS ARE
LACKING IN THE INDUSTRIAL SECTOR AND WE BELIEVE THERE-
FORE REPRESENT THE BEST MARKET OPPORTUNITIES FOR US
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FIRMS:
PRODUCTS:
--EQUIPMENT FOR AUTOPRODUCTION (INPLANT GENERATION)
OF ELECTRICITY;
--EQUIPMENT TO IMPROVE DISTILLATION, CONCENTRATION,
PURIFICATION AND DRYING OPERATIONS SUCH AS REVERSE
OSMOSIS, ULTRA FILTRATION AND MEMBRANE SEPARATION

SYSTEMS;

--AUTOMATIC REGULATING SYSTEMS;

--SYSTEMS WITHOUT PURGERS (TO ELIMINATE LEAKS);

--PRESSURIZED HOT WATER SYSTEMS (TO REPLACE STEAM);

--SYSTEMS TO RECYCLE HEAT;

--VENTILATION SYSTEMS TO RECUPERATE CALORIES;

--THERMAL EXCHANGE SYSTEMS.

3. USTC PARIS CONCURS IN THIS ANALYSIS, BUT REITERATES
ITS RESERVATIONS CONCERNING USG PARTICIPATION IN
INOVA DUE TO SCHEDULING AND COST CONSIDERATIONS.
HARTMAN

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